

BUSINESS INFORMATION BUREAU  
CORPORATION FILE

10

1952

# ANNUAL REPORT



445





ANHEUSER-BUSCH, INC., SAINT LOUIS, MISSOURI

ANNUAL REPORT  
TO  
SHAREHOLDERS

*The annual meeting of the shareholders of the company will be held on Wednesday, April 8, 1953, at 10:00 A. M. A notice of that meeting and proxies on behalf of the management will be sent to the shareholders on or about March 23 1953.*

## DIRECTORS

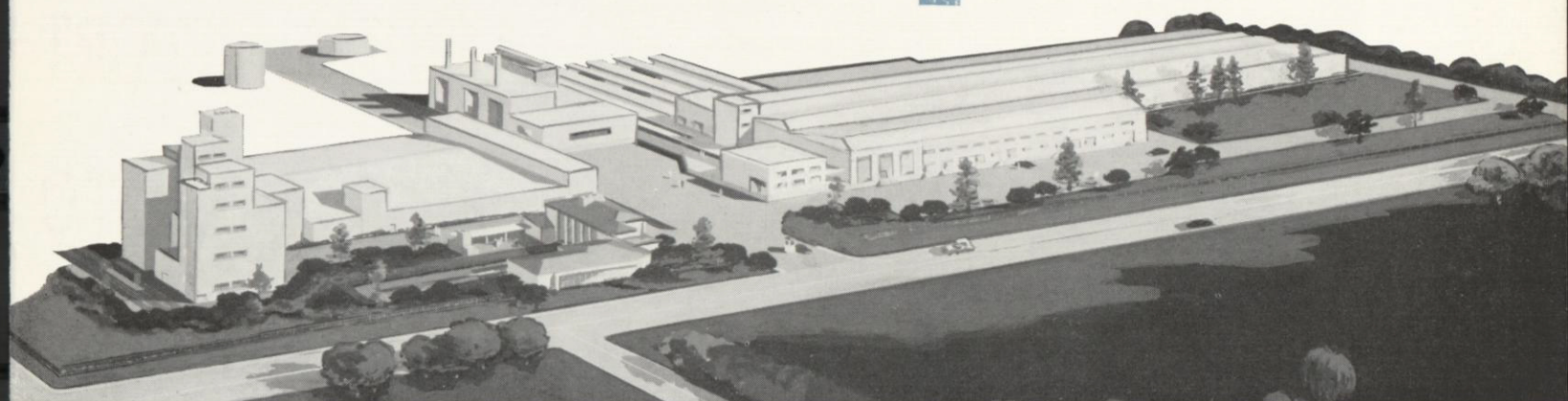
EBERHARD ANHEUSER  
 WILLIAM S. ANHEUSER  
 AUGUST A. BUSCH, JR.  
 DAVID R. CALHOUN, JR.  
 HORACE C. FLANIGAN  
 A. VON GONTARD  
 ANDREW W. JOHNSON  
 H. NORRIS LOVE  
 PERCY J. ORTHWEIN  
 CURT H. REISINGER  
 ETHAN A. H. SHEPLEY  
 JOHN L. WILSON  
 SAM E. WOODS

## EXECUTIVE COMMITTEE

EBERHARD ANHEUSER  
 AUGUST A. BUSCH, JR.  
 DAVID R. CALHOUN, JR.  
 A. VON GONTARD  
 H. NORRIS LOVE  
 PERCY J. ORTHWEIN  
 JOHN L. WILSON

## GENERAL ADMINISTRATIVE COMMITTEE

EBERHARD ANHEUSER  
 AUGUST A. BUSCH, JR.  
 DAVID R. CALHOUN, JR.  
 A. VON GONTARD  
 EDWIN KALBFLEISH  
 JOHN L. WILSON



Architect's Drawing of California Brewery

## OFFICERS

EBERHARD ANHEUSER  
*Chairman of Board*  
 AUGUST A. BUSCH, JR.  
*President*  
 A. VON GONTARD  
*Vice-President*  
 JOHN L. WILSON  
*Vice-President*  
 R. W. UPSHAW  
*Vice-President*  
 F. H. SCHWAIGER  
*Vice-President*  
 ADOLPHUS B. ORTHWEIN  
*Vice-President*  
 EDWIN KALBFLEISH  
*Controller*  
 K. SIEBERT  
*Secretary*  
 REID MCCRUM  
*Treasurer*  
 C. E. EHRHARDT  
*Assistant Controller*  
 J. E. RITTER  
*Assistant Secretary*  
 E. T. MOBERG  
*Assistant Treasurer*

## STOCK TRANSFER AGENTS

ST. LOUIS UNION TRUST COMPANY  
 323 North Broadway  
 St. Louis 2, Missouri

MANUFACTURERS TRUST COMPANY  
 55 Broad Street  
 New York 15, New York

## STOCK REGISTRARS

MERCANTILE TRUST COMPANY  
 721 Locust Street  
 St. Louis 1, Missouri

GUARANTY TRUST COMPANY  
 140 Broadway  
 New York 15, N. Y.

## DEBENTURES

(Trustee, Registrar and Paying Agent)

MANUFACTURERS TRUST COMPANY  
 55 Broad Street  
 New York 15, New York



## THE YEAR AT A GLANCE

### THE SALES DOLLAR

Barrels of beer sold	6.0 million
Net sales and revenues	\$284.2 million
Costs and expenses	\$187.4 million
All taxes (\$18.95 per share)	\$84.8 million
Earnings	\$12.0 million

### STATISTICS

Income before taxes to net sales	15.1%
Per share	\$7.01
Income taxes to net sales	9.3%
Per share	\$4.32
Earnings to net sales	5.8%
Per share	\$2.69
Dividend paid per share	\$1.20
Ratio income taxes to dividends paid	3.6 times
Number of shareholders at December 31, 1952	8,383
Number of employees at December 31, 1952	8,200

### BALANCE SHEET ITEMS

Working capital	\$53.6 million
Per share	\$11.98
Net property	\$76.8 million
Per share	\$17.15
Other assets	\$2.6 million
Per share	\$ .58
Debentures	\$35.0 million
Per share	\$7.82
Capital stock and surplus	\$98.0 million
Per share	\$21.89

### EXPANSION

Newark brewery expansion started in July last year, will be in production in spring, and add 460,000 barrels to its present annual shipping capacity.

Los Angeles brewery . . . ground breaking ceremony was held December 17, 1952. When completed in January 1954, this brewery will have an annual shipping capacity of 920,000 barrels.





# THE PRESIDENT'S REVIEW OF THE YEAR

*To the Shareholders of Anheuser-Busch, Incorporated:*

**T**he year 1952 . . . the company's 100th anniversary . . . was one of exceptional accomplishments. All time highs were established in sales volume in all divisions of the company, except in those lines where national economic conditions or governmental material restrictions or shortages prevented the company from showing normal gains.

This year the company's profits in excess of that portion which was subject to normal and surtax only, was taxable at 82%. Despite higher income taxes, earnings for 1952 showed an improvement of \$1,253,136 over 1951.

Gross sales amounted to \$277,169,021, which after all deductions including federal and state beer taxes gave us net sales for the year of \$208,155,695, an increase of \$28,750,669. Income before taxes, a new high, was \$31,375,205 (\$7.01 per share) as compared with \$20,926,313 (\$4.68 per share). Earnings were \$12,030,063 (\$2.69 per share) versus \$10,776,927 (\$2.41 per share) a year ago. Increase in volume and increases in sales prices permitted by OPS early in the year to compensate for cost increases since the outbreak of the Korea engagement in May 1950 had a material influence on the profit improvement.

Beer sales reached a total of 6,034,443 barrels as compared with 5,479,314 barrels in 1951, an increase of 10%. Other divisions of the business also showed gratifying increases in volume of business done. On December 30th, the company shipped its 6-millionth barrel of beer; the Newark brewery, which shipped its first barrel of beer on June 4, 1951, had shipped over 1,696,000 barrels of beer at December 31, 1952.

Dividends paid in 1952 were \$1.20 per share, the same rate paid in 1951 and 1950.

Two important decisions were made in 1952; the Newark plant expansion, construction started July 10th, to increase its shipping capacity from 1,380,000 barrels to 1,840,000 barrels, and the purchase of a 65-acre tract of land in the San Fernando Valley in Los Angeles County, bounded by Roscoe Blvd., Haskell Avenue, Southern Pacific Railroad Tracks, and Woodley Avenue. Ground was broken on December 17, 1952 for the construction of the Los Angeles brewery, which will have a shipping capacity of 920,000 barrels. Contingent upon availability of materials, etc., construction schedules contemplate that the Newark expansion will be in production in the spring of 1953 and the Los Angeles brewery in January 1954.

The number of shareholders, employees, monies paid out for salaries and wages, again exceeded records established in 1951. At December 31st, the shareholders numbered 8,383, the employees numbered 8,200, and the total salaries and wages were \$42,534,811.

These records were established despite a 12-day work stoppage at St. Louis and a 17-day work stoppage at Newark during April and May.

Earnings were determined in accordance with generally accepted accounting principles approved by our accountants. Depreciation has been provided and accumulated on the basis of original cost, which amount is not adequate for replacement of facilities at current high prices.

The company was defendant in certain law suits at December 31, 1952, the ultimate outcome of which cannot be determined at this time. In the opinion of the management, the company's liability under such suits, if any, would not materially affect its financial condition or operations.



## OPERATIONS

Net sales for 1952 were \$208,155,695 compared with \$179,405,026 for last year . . . earnings were \$12,030,063, or \$2.69 per share, compared with \$10,776,927, or \$2.41 per share in 1951. A condensed summary of operations for the past two years shows the changes which took place during 1952.

	1952	1951	Change
Net sales.....	\$208,155,695	\$179,405,026	\$ 28,750,669
Percent of increase.....			16.0%
Cost of doing business.....	176,780,490	158,478,713	18,301,777
Percent of increase.....			11.5%
Income before taxes.....	31,375,205	20,926,313	10,448,892
Percent of increase.....			49.9%
Income tax provision.....	19,345,142	10,149,386	9,195,756
Percent of increase.....			90.6%
Earnings.....	12,030,063	10,776,927	1,253,136
Percent of increase.....			11.6%

Disposition of Income for the past two years was as follows:

	.....1952.....		.....1951.....	
	Amount	Per Share	Amount	Per Share
Income before taxes.....	\$31,375,205	\$7.01	\$20,926,313	\$4.68
Income tax provision.....	19,345,142	4.32	10,149,386	2.27
Earnings.....	12,030,063	2.69	10,776,927	2.41
Dividends paid.....	5,370,000	1.20	5,385,450	1.20
% Earnings distributed.....	45%		50%	
Reinvested in business.....	6,660,063	1.49	5,391,477	1.21





The following presentation sets out the funds provided from operations and other corporate activities and their disposition during the year, and summarizes the transactions which caused the increase of \$32,214,306 in the company's treasury position comprising cash, government bonds, and marketable securities:

**OUR FUNDS CAME FROM:**

Collection from customers and tenants.....	\$281,035,171
Proceeds from sales of debentures.....	35,175,000
Purchase discount, interest, etc.....	475,577
Proceeds from sales of property.....	275,797
Total.....	<u>\$316,961,545</u>

**THE FUNDS WERE USED FOR:**

Production and distribution of products.....	\$231,377,310
Administration, research, and collection of rents.....	5,366,609
Employees' retirement, group life, and welfare benefits.....	3,625,665
Prepayment of bank loans.....	20,000,000
Income taxes paid.....	10,554,142
Reduction in accounts payable, etc.....	890,674
Interest on loans.....	673,225
Capital expenditures (replacements and expansion).....	6,889,614
Dividends paid.....	5,370,000
	<u>284,747,239</u>

REMAINDER USED TO IMPROVE TREASURY POSITION.....\$ 32,214,306

This change will be found in the increases in the following items shown in the comparative balance sheet on pages 14 and 15:

Cash.....	\$ 7,300,579
United States Government securities.....	4,973,838
Other marketable securities.....	3,939,889
United States Treasury Savings Notes deducted from tax liability.....	16,000,000
Total.....	<u>\$ 32,214,306</u>

**ST. LOUIS PLANT**

Main office and manufacturing plant in St. Louis. Property consists of 60 separate buildings, covering approximately 94 acres, of which brewing and manufacturing operations utilize 50 buildings and 81 acres, remaining acreage and buildings are rented to others.

**NEWARK BREWERY**

Erected on a 51-acre site across highway from Newark airport. Expansion scheduled for completion in April 1953 will add 460,000 barrels to annual shipping capacity.





## DIVISIBLE INCOME

After paying all taxes, costs, and other expenses—except salaries and wages for 1952—there was left \$54,564,874 which was divided . . .

- 1st —To officers and employees in form of salaries and wages,
- 2nd—To shareholders in form of dividends, and
- 3rd—Retained by the company and reinvested to improve working capital and for capital expenditures.

In Thousands	Year	Salaries and Wages	Dividends	Reinvested
	1943.....	\$ 16,177	\$ 4,275	\$ 1,807
	1944.....	16,825	3,600	2,039
	1945.....	17,871	3,600	2,014
	1946.....	18,191	4,500	3,961
	1947.....	23,096	5,400	4,484
	1948.....	25,951	4,500	8,960
	1949.....	29,178	4,500	10,010
	1950.....	33,690	5,400	7,848
	1951.....	39,175	5,385	5,391
	1952.....	42,535	5,370	6,660
	Total.....	\$262,689	\$ 46,530	\$ 53,174
	Per cent.....	72%	13%	15%

The presentation above shows the amounts paid out in each category in the past ten years. The greatest increase has been in salaries and wages which were 2.63 times as great in 1952 as in 1943. Dividends paid in 1952 were \$1.20 per share compared with 95 cents per share in 1943. Earnings reinvested in the business were \$6.66-million in 1952 compared with \$1.8-million in 1943. A corporation must retain sufficient earnings each year to provide funds for expansion, modernization, and replacements, or resort to some plan of financing which may be in the form of mortgage bonds, debentures, or the sale of equity securities . . . short term loans for capital expenditures have never proven to be a satisfactory form of financing expansion programs.

## SALES DOLLAR

The total revenue for the year 1952, as reflected in the operating accounts, was \$284,236,000 compared with \$246,266,000 in 1951. The amount reinvested in 1952 was \$6,660,000 compared with \$5,391,000 last year. The remainder, \$277,576,000, was expended in the following manner:

	In Thousands.....		
	1952	1951	Change
To employees for salaries and wages.....	\$ 42,535	\$ 39,175	\$ 3,360
For employees' retirement, group life, and welfare benefits.....	3,626	2,677	949
To farmers and industries for materials and supplies . .	102,270	92,111	10,159
To railroads and trucking companies for transportation.	8,636	8,731	95
To government for taxes.....	84,779	65,866	18,913
For preservation and restoration of property (depreciation and repairs).....	7,374	6,623	751
For all other costs and expenses.....	22,986	20,307	2,679
To shareholders in dividends.....	5,370	5,385	15
Total.....	\$277,576	\$240,875	\$ 36,701



## TAXES

This is the year corporations will feel the full impact of the 1951 Revenue Act which imposes a tax of 82% on all income in excess of that portion which is subject to normal and surtaxes only. The amount of the company's 1953 pre-tax earnings exempt from excess profits taxes, after normal and surtaxes, will be equivalent to about \$2.50 per share.

Taxes paid by corporations are, in the final analysis, paid by its customers who are the source of corporate income. Therefore, the ever mounting taxes imposed by Federal, state and municipal governments, and the Federal government's farm price support program, have an inflationary effect on prices which the American people have to pay for commodities and services.

The Federal tax on beer is \$9.00 per barrel; four states impose a state tax in excess of the Federal . . . Louisiana and Oklahoma with \$10.00 per barrel, the state of Mississippi is \$13.23, and South Carolina is \$9.30 per barrel.

The total taxes paid in 1952 (not including the many hidden taxes included in materials and services purchased) amounted to \$84,779,000, equivalent to \$18.95 per share. Direct taxes paid during the last three years were:

	.....In Thousands.....		
	1952	1951	1950
Federal and state excise tax on beer.....	\$63,345	\$53,790	\$47,252
Federal and state income taxes.....	19,345	10,149	11,646
State and local franchise, property, and business taxes	1,407	1,170	758
Payroll taxes paid for benefit of employees—FICA retirement and unemployment compensation....	682	757	443
Total.....	\$84,779	\$65,866	\$60,099

## PROPERTY

Technological improvements to machinery and equipment are progressing at a rapid rate . . . a machine may be modern today but tomorrow may be out-moded because of new discoveries. Industry, to retain its competitive position, must be constantly alert to the changes and be prepared to take advantage of these changes . . . industry must also replace old and worn-out equipment with new.

Your company's policy on replacements and renewals is to keep abreast, at all times, with all improvements to maintain its plant at the highest degree of operating efficiency. This can generally be accomplished with expenditures in an amount which about equals the annual depreciation charge.

Expansion to meet sales demands is likewise being carried on, and more on that subject will be found in my comments on future plans later in this message.



The company's expansion and replacement expenditures are shown below in groupings; the first being the period between 1933 and 1941 from the date beer was re-legalized to World War II, the second covers World War II (1942-1945) during which period little or no replacements could be made as the brewing industry was classified as a "non-essential" industry, and the third period which is the post war period, starting in 1946. Expenditures for physical plant in 1952 were \$6,915,000, and for each of the periods shown were:

	.....In Thousands.....		
	Total	Plant	Cooperage, Wood Cases and Drums
January 1, 1933 to start of World War II.....	\$ 23,578	\$ 16,911	\$ 6,667
World War II.....	8,763	5,083	3,680
Post War—1946 thru 1949.....	33,497	26,912	6,585
1950 and 1951 (including Newark brewery).....	39,375	38,467	908
1952.....	6,915	6,915	
Total.....	\$112,128	\$ 94,288	\$ 17,840

Budweiser and Michelob draught beer is shipped in stainless steel half-barrels and the company is required to maintain an inventory of 373,700 half-barrels to supply the demand for its product. The investment in these containers represents a cash expenditure of \$8,137,000, and the company recovered \$6,697,000 of this outlay through depreciation at December 31, 1952.

## DEBENTURES

In October, the company made its first public offering of securities . . . \$35,000,000, 3 $\frac{3}{8}$ %, Debentures, dated October 1, 1952, due October 1, 1977. The securities were offered at 100 $\frac{1}{2}$ , and were listed on the New York Stock Exchange on December 17th.

Of the proceeds, \$15,000,000 was used to prepay the principal amount of the company's outstanding notes payable and the balance was added to the company's general funds and will be available for the construction of the California brewery and for expansion of the Newark brewery.

The company will on October 1, 1954, and on each April 1 and October 1 thereafter, to and including April 1, 1977, retire through the Sinking Fund \$745,000 principal amount of Debentures. The company, at its option, may redeem through the Sinking Fund, on any Sinking Fund date, an additional amount of Debentures up to but not exceeding the amount required to be retired on such date.

Manufacturers Trust Company, 55 Broad Street, New York City, is the Trustee and Paying Agent under the Indenture. Manufacturers Trust Company is also the Registrar for the registration of the Debentures.

The Debentures issued in coupon form are registerable as to principal only in the denomination of \$1,000, and in fully registered form in denominations of \$1,000, \$5,000, and authorized multiples of \$5,000.



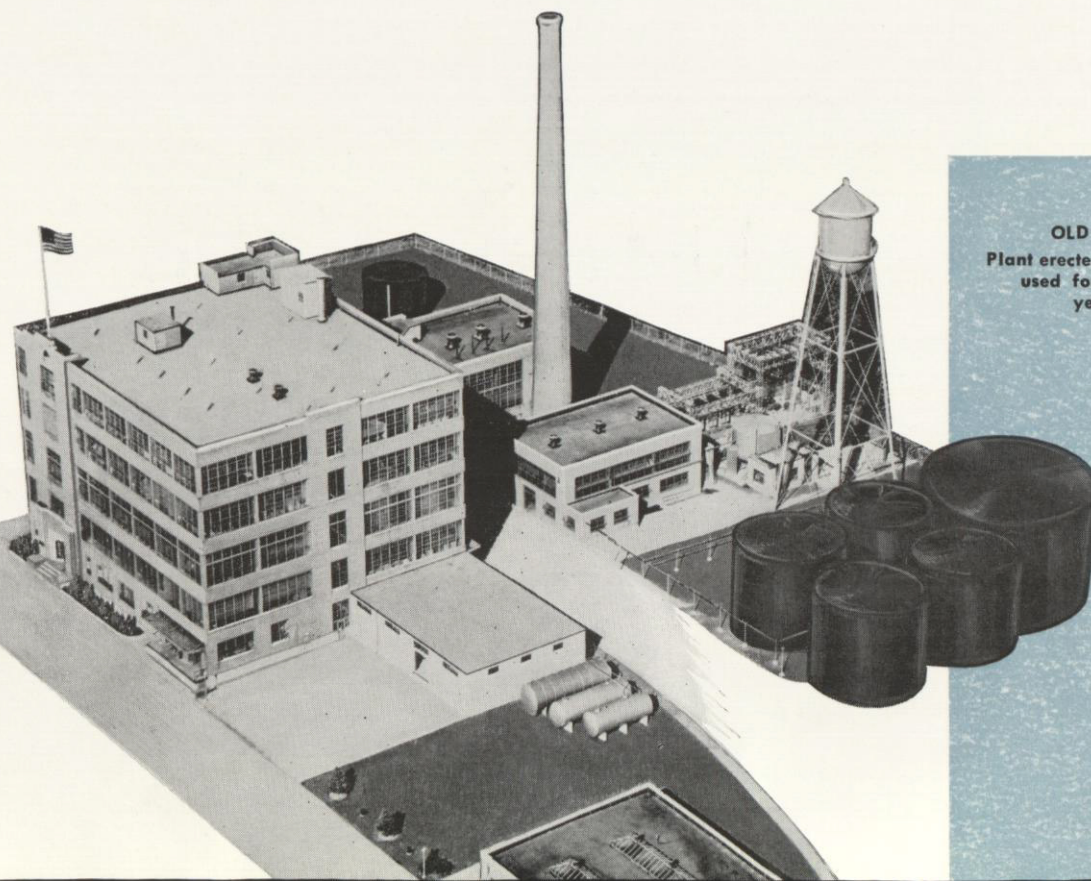
## WHO OWNS THE COMPANY

Anheuser-Busch, Inc. has shareholders in all but one state of the union and several foreign countries. At the close of the year, the registered shareholders numbered 8,383, an increase of 3,260 over last year. The holdings are well diversified . . .

	Number of Holders of Record
Men.....	2,839
Women.....	2,670
Joint Names.....	2,364
Fiduciaries.....	254
Institutions and Foundations.....	10
Stock Brokers and Security Dealers.....	98
Other.....	148
Total.....	8,383

## EMPLOYEE RELATIONS

There was a 12-day work stoppage at St. Louis and a 17-day work stoppage at Newark during April and May, both of which have been amicably settled, and it is hoped that the better understanding between labor and management which resulted from these cessations of work will avoid work stoppages in the future. Accelerated production and shipments after full operations were resumed at both plants on May 15th enabled the company to make up the production lost during the period the plants were closed.



**OLD BRIDGE PLANT**  
Plant erected on a 20-acre site, and  
used for production of bakers  
yeast and pharmaceutical  
yeast.



New contracts on wage rates, fringes, employee benefits, and working conditions for production workers for 1953 have not been negotiated.

On November 1, 1947 the company formalized and instituted a group insurance and welfare benefits plan for all its employees on a contributory basis; but since January 1, 1950, the company has assumed the entire cost of the plan. Benefits paid to employees and their dependents for the five policy years ended October 31, 1952 aggregated \$2,675,537.

	Number of Claims	Benefits Paid
Death.....	337	\$1,114,500
Accident and sickness.....	5,941	443,029
Medical care.....	4,285	72,499
Hospitalization.....	9,183	695,823
Surgical.....	7,089	349,686
Total.....	26,835	\$2,675,537

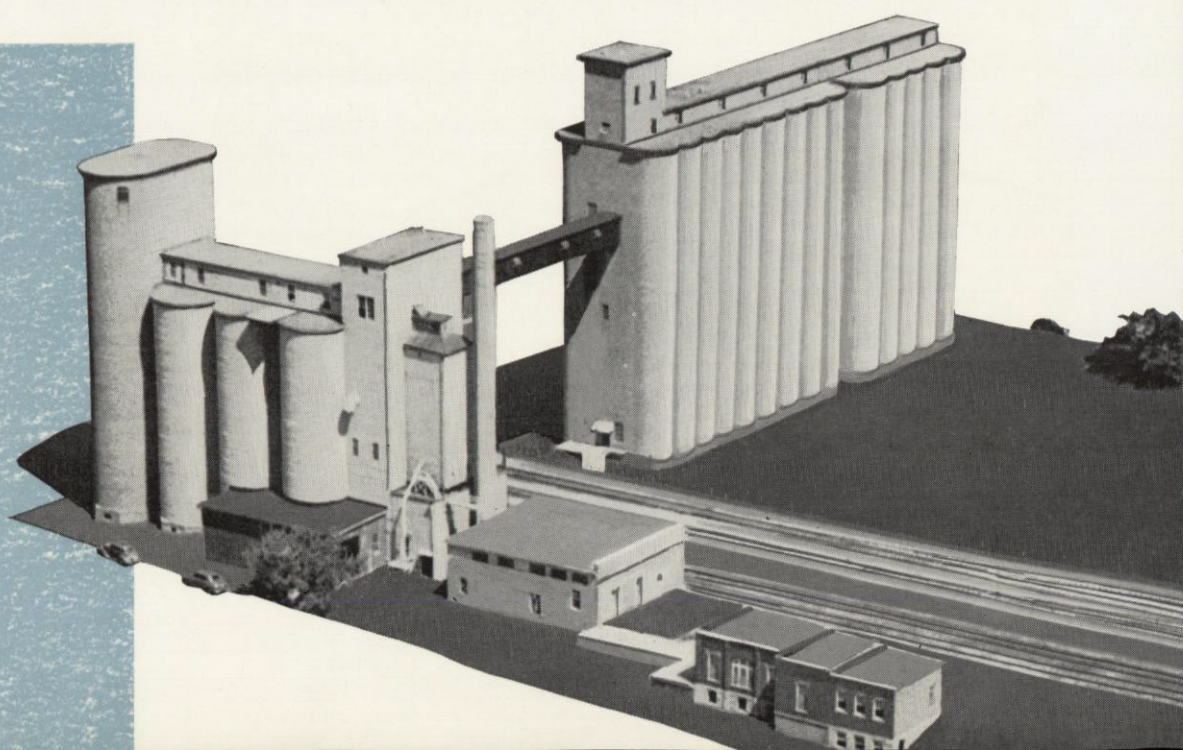
A retirement income plan, which was inaugurated at the same time as the group insurance and welfare plan, is on a contributory basis, and at the close of 1952 there were 279 former employees enjoying an aggregated annual income of \$190,032. Total retirement income payments to former employees since the inception of the plan were \$739,519.

The new pension plan for salaried employees, adopted November 1, 1952, was approved by the shareholders of the company at a meeting held September 26, 1952. The new plan is non-contributory and is being funded through a trust with the St. Louis Union Trust Company. In both the case of the group annuity contract and in the case of the new plan, the company reserves the right to suspend or discontinue contributions or to terminate the plan at any time.

At December 31, 1952, employment was 8,200, and total payroll cost for the year was \$46,842,755. Salary and wage payments to employees (including paid vacations and holidays) amounted to \$42,534,811; retirement, group insurance and welfare benefit payments by the company, and the

#### GRAIN ELEVATORS

These elevators are located on a 4-acre site at Springfield, Missouri, and have a storage capacity of 600,000 bushels of barley.





company's portion of Federal and state payroll taxes to FICA retirement fund and unemployment compensation for the benefit of employees aggregated \$4,307,944. During 1953, some 40% of our employees will enjoy a 3-weeks' vacation with pay; 40%, 2 weeks with pay; and 13%, 1 week with pay.

The total assets employed in the business at December 31, 1952 were \$143,453,563 . . . this is equivalent to \$17,495 per employee and illustrates the large investment required to provide jobs and guarantee future job security of our employees.

## FARM PRODUCTS

This year Anheuser-Busch paid out \$33,763,000 for farm products . . . barley, malt, rice, hops, corn and molasses. Processing of these grains produced some 72,700 tons of by-products which were returned to the farmers as feed.

For the brewing of Budweiser and Michelob beers farm products valued at \$22,707,000 were purchased, and 35,700 tons of high protein feed were produced in the processing of these grains.

2,240,000 bushels Haanchen barley.....	\$ 5,387,000
3,520,000 bushels barley malt.....	7,702,000
2,400,000 pounds imported and domestic hops.....	2,208,000
54,000 tons brewers rice.....	7,410,000
Total cost of brewing materials purchased.....	<u>\$22,707,000</u>

Anheuser-Busch is one of the few breweries using rice exclusively as an adjunct to barley malt. In the process of cleaning and polishing rice for table use, many kernels are broken, and it is these kernels that are known and sold as brewers' rice. Residual grains, a by-product of malting and brewing, sold for farm feeding during 1952 were:

Brewers dried grains.....	29,500 tons
Barley screenings and No. 4 barley.....	3,800 tons
Malt sprouts.....	2,400 tons

The corn syrup, starch, and dextrine department operations required the purchase of 5,415,200 bushels of corn valued at \$9,625,000. After the starch has been extracted from the grain, a large tonnage of corn oil, gluten feed, and cake meal is produced as a by-product. Gluten feed and cake meal, high protein feeds, were returned to the farms for feeding—37,000 tons.

Molasses purchases for production of bakers compressed yeast and other products ran to 39,200 tons valued at \$1,431,000.

## 1953 PLANS

The 100th anniversary was commemorated by the announcement of a 460,000-barrel shipping capacity expansion program at Newark at an estimated cost of \$5,000,000 to be completed in the spring of 1953, and the purchase of a 65-acre tract in Los Angeles County for the construction of a 920,000-barrel shipping capacity brewery at an estimated cost of \$15,000,000.

The brewery division sales program for 1953 is to sell the entire shipping capacity of the two breweries.



In the past five years, sales of Budweiser have increased from 3,609,000 barrels in 1947 to 6,034,000 barrels in 1952. That is an increase of 2,425,000 barrels in the past five years, or an average of over 485,000 barrels annually.

Contingent upon availability of materials, construction schedule for Los Angeles brewery contemplates the brewery will be in production in January 1954 to meet anticipated sales increase in that year.

Sales forecasts for bakers compressed yeast and other bakery products, pharmaceutical yeasts, and the corn products line, indicate substantial volume gains. Production of refrigerated cabinets is still being limited by government restrictions on steel and copper . . . sales forecast has been made on the basis of critical materials available for civilian use, and approximately the same number of cabinets for 1953 are planned as were produced and sold in 1952.

The new sales goal, and a full year of price increases granted by OPS in 1952, and the expected expiration of the excess profits tax July 1, 1953, should have a favorable effect on the company's 1953 earnings.

### MANAGEMENT CHANGES

During the year, Mr. L. Busch Faust and members of his family disposed of all of their capital stock of the company, and Mr. Faust resigned as a director and officer. Mr. Emmet T. Carter, attorney for Mr. Faust, also resigned as a director.

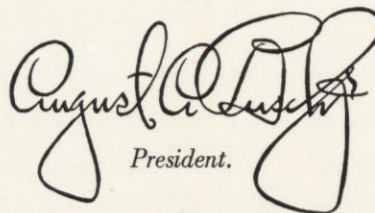
The vacancies on the Board were not filled, and at a special meeting of the shareholders held on February 20, 1953, the number of directors was reduced from fifteen to thirteen.

### IN CONCLUSION

The year 1953 marks the commencement of Anheuser-Busch's second century and the future planning of management is to make the company the largest brewery in the world, to produce the best beer known to man and science, skillfully brewed and carefully and painstakingly aged to bring out all the flavor, mellowness, and bouquet of the grains used in brewing.

The management has, over the years, built up a capable and efficient production, sales, and administrative staff to match the sterling qualities of its products, and I salute the team of Anheuser-Busch . . . our shareholders and employees working in harmony with each other and with our customers, wholesalers, retailers, and other associates in this great enterprise.

Respectfully submitted,

  
President.

St. Louis, Missouri  
March 12, 1953



# HASKINS & SELLS

CERTIFIED PUBLIC ACCOUNTANTS

BOATMEN'S BANK BUILDING  
SAINT LOUIS 2

## ACCOUNTANTS' CERTIFICATE

Anheuser-Busch, Incorporated:

We have examined the consolidated balance sheet of Anheuser-Busch, Incorporated and its subsidiaries as of December 31, 1952 and the related statements of consolidated income and earned surplus for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying consolidated balance sheet and statements of consolidated income and earned surplus present fairly the financial position of the companies at December 31, 1952 and the results of their operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

*Haskins & Sells*

February 19, 1953.



## FINANCIAL STATEMENTS

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# ANHEUSER-BUSCH, INCORPORATED

Consolidated Balance Sheet, December

## ASSETS

	. . . December 31 . . .		Increase <i>Decrease</i>
	1952	1951	
<b>CURRENT ASSETS:</b>			
Cash . . . . .	\$ 20,105,699	\$ 12,805,120	\$ 7,300,579
Investments:			
United States Government Securities—at cost (in addition to those deducted from Federal income taxes: 1952, \$16,350,000; 1951, \$350,000) . . . . .	5,523,588	549,750	4,973,838
Other marketable securities . . . . .	3,939,889		3,939,889
Accounts and notes receivable:			
Trade (less reserves: 1952, \$267,585; 1951, \$280,801) . . . . .	9,231,010	8,023,824	1,207,186
Other . . . . .	355,832	325,214	30,618
Accrued interest receivable . . . . .	139,522	69,367	70,155
Revenue stamps . . . . .	1,727,225	2,027,255	300,030
Inventories (valued at cost which is not in excess of market, cost being determined under the "last-in, first-out" method as to approximately 53% of the total inventory valuation at December 31, 1952—51% at December 31, 1951—and under the average cost method as to the remainder) . . . . .	23,094,085	27,219,628	4,125,543
Total current assets . . . . .	\$ 64,116,850	\$ 51,020,158	\$13,096,692
 <b>MISCELLANEOUS NON-CURRENT ASSETS . . . . .</b>	 \$ 272,121	 \$ 169,575	 \$ 102,546
 <b>PROPERTY:</b>			
Plant and branch property—at cost (less reserve for depreciation: 1952, \$30,056,015; 1951, \$26,381,544) . . . . .	\$ 71,086,215	\$ 69,382,748	\$ 1,703,467
Construction in progress . . . . .	3,614,727	2,870,218	744,509
Real estate, other than plant property — at cost (less reserve for depreciation: 1952, \$505,557; 1951, \$587,345) . . . . .	614,571	932,562	317,991
Cooperage — at cost (less reserve for depreciation: 1952, \$6,749,502; 1951, \$5,625,764) . . . . .	1,440,533	2,613,949	1,173,416
Net property . . . . .	\$ 76,756,046	\$ 75,799,477	\$ 956,569
 <b>DEFERRED CHARGES . . . . .</b>	 \$ 2,308,546	 \$ 2,255,776	 \$ 52,770
 <b>TOTAL . . . . .</b>	 <u>\$143,453,563</u>	 <u>\$129,244,986</u>	 <u>\$14,208,577</u>



# AND SUBSIDIARY COMPANIES

31, 1952 and 1951, and Comparison

## LIABILITIES

	... December 31 ...		Increase Decrease
	1952	1951	
<b>CURRENT LIABILITIES:</b>			
Notes payable to banks.....		\$ 5,000,000	\$ 5,000,000
Accounts payable.....	\$ 5,189,208	5,984,382	795,174
Miscellaneous taxes and expenses.....	1,112,834	602,146	510,688
Accrued salaries and wages.....	1,318,267	1,276,267	42,000
Income taxes—estimated:			
Federal (after deduction of United States Treasury savings notes—1952, \$16,350,000; 1951, \$350,000) .....	2,610,000	9,869,000	7,259,000
State.....	270,000	220,000	50,000
Total current liabilities.....	\$ 10,500,309	\$ 22,951,795	\$12,451,486
<b>LONG TERM OBLIGATIONS:</b>			
3 $\frac{3}{8}$ % debentures maturing in instalments from 1954 to 1977.....	\$ 35,000,000		\$35,000,000
Notes payable to banks.....		\$ 15,000,000	15,000,000
Total long term obligations.....	\$ 35,000,000	\$ 15,000,000	\$20,000,000
<b>CAPITAL STOCK AND SURPLUS:</b>			
Common stock—authorized and issued, 4,500,000 shares of \$4 each .....	\$ 18,000,000	\$ 18,000,000	
Earned surplus (\$65,662,881 restricted as to payment of dividends under Indenture relating to 3 $\frac{3}{8}$ % Debentures).....	80,551,629	73,891,566	\$ 6,660,063
Total.....	\$ 98,551,629	\$ 91,891,566	\$ 6,660,063
Less cost of 25,000 shares of treasury stock (15,000 shares reserved under an option agreement with an officer) .....	598,375	598,375	
Capital stock outstanding (4,475,000 shares) and surplus.....	\$ 97,953,254	\$ 91,293,191	\$ 6,660,063
<b>TOTAL.....</b>	<b>\$143,453,563</b>	<b>\$129,244,986</b>	<b>\$14,208,577</b>



# ANHEUSER-BUSCH, INCORPORATED

## STATEMENT OF CONSOLIDATED INCOME

For the Years Ended December 31, 1952 and 1951, and Comparison

	.. Year Ended December 31 ..	Increase	
	1952	1951	Decrease
SALES, LESS FREIGHT, DISCOUNTS, AND ALLOWANCES . . . . .	\$271,588,696	\$232,852,507	\$38,736,189
DEDUCT—Federal and State beer taxes.....	63,433,001	53,447,481	9,985,520
NET SALES.....	\$208,155,695	\$179,405,026	\$28,750,669
COST OF SALES.....	141,662,602	128,729,864	12,932,738
GROSS PROFIT ON SALES.....	\$ 66,493,093	\$ 50,675,162	\$15,817,931
OPERATING EXPENSES:			
Advertising, selling, and delivery.....	\$ 26,085,291	\$ 23,913,633	\$ 2,171,658
General and administrative, and research.....	5,118,615	3,854,977	1,263,638
Employees' retirement and group welfare benefits expenses.....	3,625,665	2,676,527	949,138
Total.....	\$ 34,829,571	\$ 30,445,137	\$ 4,384,434
PROFIT FROM OPERATIONS.....	\$ 31,663,522	\$ 20,230,025	\$11,433,497
OTHER INCOME:			
Interest and dividends.....	\$ 96,083	\$ 116,295	\$ 20,212
Cash discount on purchases.....	439,335	480,963	41,628
Income from rentals (net).....	148,896	135,246	13,650
Adjustments in respect of items charged to expense in prior years, capitalized as result of examination of Federal income tax returns.	22,688	443,851	421,163
Miscellaneous.....	41,913	26,027	15,886
Total.....	\$ 748,915	\$ 1,202,382	\$ 453,467
GROSS INCOME.....	\$ 32,412,437	\$ 21,432,407	\$10,980,030
INCOME CHARGES:			
Interest expense.....	\$ 673,225	\$ 441,691	\$ 231,534
Net loss ( <i>profit</i> ) on sale or abandonment of property...	290,251	36,821	327,072
Miscellaneous.....	73,756	101,224	27,468
Total.....	\$ 1,037,232	\$ 506,094	\$ 531,138
NET INCOME BEFORE PROVISION FOR INCOME TAXES.....	\$ 31,375,205	\$ 20,926,313	\$10,448,892
PROVISION FOR INCOME TAXES.....	19,345,142	10,149,386	9,195,756
NET INCOME FOR THE YEAR.....	\$ 12,030,063	\$ 10,776,927	\$ 1,253,136
PROVISION FOR DEPRECIATION INCLUDED IN OPERATIONS...	\$ 5,391,292	\$ 5,053,180	\$ 338,112

## STATEMENT OF CONSOLIDATED EARNED SURPLUS

	.. Year Ended December 31 ..	Increase	
	1952	1951	Decrease
BALANCE, JANUARY 1, 1952 .....	\$ 73,891,566	\$ 68,500,089	\$ 5,391,477
ADD—Net income for the year .....	12,030,063	10,776,927	1,253,136
Total .....	\$ 85,921,629	\$ 79,277,016	\$ 6,644,613
DEDUCT—Dividends paid in cash .....	5,370,000	5,385,450	15,450
BALANCE, DECEMBER 31, 1952 .....	\$ 80,551,629	\$ 73,891,566	\$ 6,660,063

NOTE: Under the Indenture dated October 1, 1952 relating to the 3½% Debentures, \$65,662,881 of the surplus was restricted as to payment of dividends.



# AND SUBSIDIARY COMPANIES

## SALES, INCOME, DIVIDENDS, INCOME REINVESTED, AND DEPRECIATION

Year	Barrels	Net Sales Including Beer Taxes	Net Sales Excluding Beer Taxes	Income Before Taxes	Income After Taxes	Dividends Paid	Income Reinvested	Depreciation Charged to Operations
1933....	607,000	\$ 18,113,864	\$ 15,049,833	\$ 457,251	\$ 325,529	\$1,347,017	\$ 1,021,488	\$ 975,821
1934....	1,093,000	22,578,474	16,843,719	1,083,704	907,767	180,000	727,767	1,152,746
1935....	1,136,000	23,244,104	17,223,306	1,049,258	891,918	405,000	486,918	1,207,543
1936....	1,377,000	28,351,337	21,150,154	3,715,984	3,041,653	2,160,000	881,653	1,285,920
1937....	1,840,000	42,919,623	33,311,896	5,771,871	4,164,245	1,440,000	2,724,245	1,249,768
1938....	2,087,000	46,672,343	35,803,704	6,773,409	5,445,867	1,440,000	4,005,867	1,428,096
1939....	2,306,000	51,454,263	39,397,379	8,667,745	7,013,250	3,150,000	3,863,250	1,518,393
1940....	2,462,000	57,062,941	42,859,413	8,624,393	6,407,883	3,600,000	2,807,883	1,709,360
1941....	3,090,000	75,042,736	55,945,667	12,774,685	6,780,492	4,500,000	2,280,492	2,011,846
1942....	3,492,000	90,259,527	68,009,070	15,744,654	6,439,818	3,375,000	3,064,818	2,463,575
1943....	3,569,000	100,611,209	74,752,235	14,614,373	6,081,789	4,275,000	1,806,789	2,448,032
1944....	3,692,000	107,933,407	76,668,879	13,755,798	5,639,253	3,600,000	2,039,253	2,662,119
1945....	3,529,000	105,330,395	76,153,543	12,726,620	5,613,605	3,600,000	2,013,605	2,922,451
1946....	3,026,000	102,452,237	75,229,683	13,814,970	8,461,311	4,500,000	3,961,311	2,109,559
1947....	3,609,000	137,924,432	104,401,628	16,221,459	9,883,845	5,400,000	4,483,845	2,240,280
1948....	4,042,000	161,456,338	122,848,790	21,999,072	13,459,808	4,500,000	8,959,808	2,716,100
1949....	4,526,000	179,050,090	135,304,255	23,780,430	14,509,752	4,500,000	10,009,752	3,343,994
1950....	4,889,000	198,816,809	151,565,906	24,893,941	13,247,712	5,400,000	7,847,712	3,872,468
1951....	5,479,000	232,852,507	179,405,026	20,926,313	10,776,927	5,385,450	5,391,477	5,053,180
1952....	6,034,000	271,588,696	208,155,695	31,375,205	12,030,063	5,370,000	6,660,063	5,391,292



# STATEMENT OF FINANCIAL CONDITION

## Ten-Year Summary for the Calendar Years Ended December 31

### ASSETS

	1952	1951	1950	1949	1948	1947	1946	1945	1944	1943
<b>CURRENT ASSETS:</b>										
Cash.....	\$ 20,105,699	\$ 12,805,120	\$ 6,596,747	\$ 6,054,536	\$ 6,933,935	\$ 5,070,833	\$ 6,285,154	\$ 5,185,466	\$ 4,359,480	\$ 7,381,134
United States Government securities— at cost (in addition to those deducted from Federal income taxes).....	5,523,588	549,750	991,600	5,979,600	8,023,600	8,284,600	5,953,600	4,652,567	1,023,600	929,650
Other marketable securities.....	3,939,889									
Receivables, less reserve.....	9,726,364	8,418,405	8,983,290	5,752,096	5,745,253	4,778,176	3,703,283	3,273,924	4,492,868	3,561,665
Revenue stamps and tax-paid crowns and lids.....	1,727,225	2,027,255	1,464,259	2,178,524	1,161,651	960,465	1,088,306	760,352	700,894	706,474
Inventories.....	23,094,085	27,219,628	18,551,602	17,655,740	16,806,498	13,995,182	11,638,021	11,442,025	10,378,973	8,939,643
Total current assets.....	\$ 64,116,850	\$ 51,020,158	\$36,587,498	\$37,620,496	\$38,670,937	\$33,089,256	\$28,668,364	\$25,314,334	\$20,955,815	\$21,518,566
<b>OTHER ASSETS:</b>										
Capital expenditure fund.....						\$ 2,519,496	\$ 8,813,196	\$ 8,543,302	\$ 6,679,995	\$ 3,951,831
Miscellaneous non-current assets.....	\$ 272,121	\$ 169,575	\$ 375,750	\$ 386,753	\$ 309,440	133,494	224,578	464,573	760,346	670,530
Total other assets.....	\$ 272,121	\$ 169,575	\$ 375,750	\$ 386,753	\$ 309,440	\$ 2,672,990	\$ 9,037,774	\$ 9,007,875	\$ 7,440,341	\$ 4,622,361
<b>PROPERTY (Depreciated value):</b>										
Plant and branch property.....	\$ 71,086,215	\$ 69,382,748	\$41,137,969	\$37,104,254	\$30,814,429	\$21,900,684	\$20,591,336	\$21,041,844	\$21,812,178	\$22,933,602
Construction in progress.....	3,614,727	2,870,218	13,916,183	3,681,951	10,570,820	9,310,339	6,136,816	3,440,212	246,130	204,241
Real estate other than plant property....	614,571	932,562	1,016,072	1,214,941	1,436,025	1,468,388	1,174,801	1,188,865	1,227,267	1,271,909
Cooperage and drums.....	1,440,533	2,613,949	3,436,602	4,063,413	4,377,810	4,173,548	1,841,506	1,194,382	2,984,259	1,847,774
Net property.....	\$ 76,756,046	\$ 75,799,477	\$59,506,826	\$46,064,559	\$47,199,084	\$36,852,959	\$29,744,459	\$26,865,303	\$26,269,834	\$26,257,526
<b>DEFERRED CHARGES.....</b>	\$ 2,308,546	\$ 2,255,776	\$ 1,959,470	\$ 2,024,110	\$ 1,068,881	\$ 857,064	\$ 402,190	\$ 398,145	\$ 453,433	\$ 534,347
<b>TOTAL.....</b>	<b>\$143,453,563</b>	<b>\$129,244,986</b>	<b>\$98,429,544</b>	<b>\$86,095,918</b>	<b>\$87,248,342</b>	<b>\$73,472,269</b>	<b>\$67,852,787</b>	<b>\$61,585,657</b>	<b>\$55,119,423</b>	<b>\$52,932,800</b>



# STATEMENT OF FINANCIAL CONDITION

## Ten-Year Summary for the Calendar Years Ended December 31

### LIABILITIES

	1952	1951	1950	1949	1948	1947	1946	1945	1944	1943
<b>CURRENT LIABILITIES:</b>										
Notes payable to banks.....		\$ 5,000,000								
Accounts payable and accrued expenses..	7,620,309	7,862,795	\$ 6,152,455	\$ 5,183,541	\$ 4,221,014	\$ 5,151,904	\$ 4,325,401	\$ 4,208,849	\$ 2,897,965	\$ 2,234,382
Contractual obligations for equipment and construction.....					5,950,759	4,874,915	4,851,470	3,271,184	94,680	127,093
Dividends payable.....										675,000
Accrued income and capital stock taxes..	19,230,000	10,439,000	12,135,000	9,695,000	8,940,000	6,642,689	5,770,000	7,555,000	9,080,000	9,360,000
Tax notes.....	16,350,000	350,000	6,358,000	7,435,000	3,496,000	5,870,000	5,283,000	6,741,759	8,232,000	8,703,200
Total current liabilities.....	\$ 10,500,309	\$ 22,951,795	\$ 11,929,455	\$ 7,443,541	\$ 15,615,773	\$ 10,799,508	\$ 9,663,871	\$ 8,293,274	\$ 3,840,645	\$ 3,693,275
<b>LONG TERM OBLIGATIONS</b>										
3 3/4% debentures maturing in installments from 1954 to 1977 in 1952; notes payable to banks in 1951.....	\$ 35,000,000	\$ 15,000,000								
<b>CAPITAL STOCK AND SURPLUS:</b>										
Common Stock—authorized and issued 4,500,000 shares of \$4 each since 1947; 900,000 shares of \$20 each in 1946 and prior.....	\$ 18,000,000	\$ 18,000,000	\$ 18,000,000	\$ 18,000,000	\$ 18,000,000	\$ 18,000,000	\$ 18,000,000	\$ 18,000,000	\$ 18,000,000	\$ 18,000,000
Surplus arising from appreciation of plant property as of January 1, 1919..					4,777,663	4,777,663	4,777,663	4,777,663	4,777,663	4,777,663
Earned surplus (\$65,662,881 restricted as to payment of dividends under Indenture relating to 3 3/4% Debentures).	80,551,629	73,891,566	68,500,089	60,652,377	48,854,906	39,895,098	35,411,253	30,514,720	28,501,115	26,461,862
Total.....	\$ 98,551,629	\$ 91,891,566	\$ 86,500,089	\$ 78,652,377	\$ 71,632,569	\$ 62,672,761	\$ 58,188,916	\$ 53,292,383	\$ 51,278,778	\$ 49,239,525
Less cost of 25,000 shares of treasury stock (15,000 shares reserved under an option agreement with an officer)...	598,375	598,375								
Capital stock outstanding (4,475,000 shares in 1952 and 1951) and surplus... Per share, \$4 basis.....	\$ 97,953,254	\$ 91,293,191	\$ 86,500,089	\$ 78,652,377	\$ 71,632,569	\$ 62,672,761	\$ 58,188,916	\$ 53,292,383	\$ 51,278,778	\$ 49,239,525
	21.89	20.40	19.22	17.48	15.92	13.93	12.93	11.84	11.40	10.94
<b>TOTAL.....</b>	<b>\$143,453,563</b>	<b>\$129,244,986</b>	<b>\$98,429,544</b>	<b>\$86,095,918</b>	<b>\$87,248,342</b>	<b>\$73,472,269</b>	<b>\$67,852,787</b>	<b>\$61,585,657</b>	<b>\$55,119,423</b>	<b>\$52,932,800</b>

NOTES: 1. In accordance with a resolution of the Board of Directors, the property and related reserve for depreciation accounts were restated on the basis of cost as of January 1, 1949, and surplus arising from appreciation of property eliminated. The Board also authorized a change in the accounting policy with respect to contractual obligations for equipment and construction; under the new policy, liabilities with respect to equipment and construction will be recorded in the same manner as other accounts payable.

2. Contractual obligations for equipment and construction amounted to \$2,582,020 at December 31, 1952.

3. In addition to the changes in accounting policy mentioned in Note 1, certain reclassifications were made in all balance sheets to conform with classification used in the 1952 balance sheet.



BEER



## Budweiser

LAGER BEER

There's nothing like it . . . absolutely nothing. Budweiser lager beer is available in 7-ounce, 12-ounce, and 32-ounce returnable bottles, 12-ounce and 32-ounce one-trip bottles, 12-ounce cans, and in draught.

A large variety of packages for the 12-ounce bottled and canned beer is available for customer convenience, ranging from 6-bottle or 6-can handy carryout, 12-can carton, and the conventional 24-bottle or can package. 32-ounce bottle is available in cartons of 12 bottles. 7-ounce bottles packed 36 to carton.

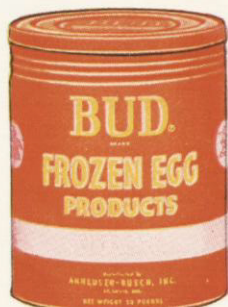
## Michelob

DRAUGHT BEER

the "King of Draught Beers" . . . is available in draught only.

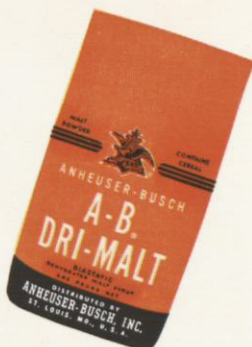






### BUD BRAND FROZEN EGGS

Exceptionally high quality product; sold to the baking and food industries. Added to the line in 1947; present volume makes Anheuser-Busch one of the important sources of supply.



### BUDWEISER YEAST

First produced in St. Louis in 1926, a second plant completed in Old Bridge, New Jersey in 1931. Product enjoys a high ratio of acceptance by the baking industry in the territory east of the Rocky Mountains . . . second largest producer of bakers' compressed yeast in the world.

### BUDWEISER MALT SYRUP AND DRI-MALT

Dependable and uniform malt products; sold to baking and pharmaceutical industries . . . first produced in 1922.



### BAKING POWDER AND BAKERS CREAM

In May 1951, A-B Baking Powder and A-B Bakers Cream were added to the Bakery Products Department line. Both of these products are used extensively in the baking field as leaveners for all types of cake. A-B Baking Powder was formulated to meet the special needs of the bakers and is enjoying wide acceptance as another outstanding quality product of Anheuser-Busch. In addition to its function as a leavener, A-B Bakers Cream also improves the whipping or aerating qualities of egg whites in pie meringue, angel food cakes, and other types of foam cakes.







### A-B BRAND CORN SYRUP

A crystal clear viscous product, sometimes known as glucose, used by the candy and table syrup industries. This was the initial product produced upon completion of our corn refining plant in 1923.

### A-B STARCHES

Pure Food, Powdered, Pearl, Chlorinated and Thin Boiling; used extensively by the textile and paper industries, and food processors. Pearl and powdered starch was first produced in 1937, and new products were added from time to time. During 1950, gelatinized starch which has received very favorable acceptance in the trade was added to the line.

The expansion program to double productive capacity, started in 1949 was completed in 1950.

### A-B BRAND DEXTRINES

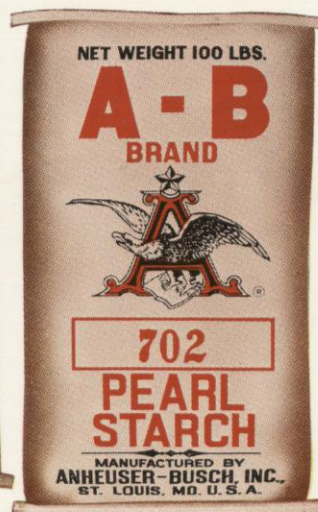
Unique in their highly specialized field for use by adhesive, textile and paper industries. First produced in 1938. The expansion program to treble productive capacity, started in 1949, was completed in 1950.

### TABLE SYRUPS

Bud Waffle, Bud Crystal White, Bud Golden and Delta Syrups are sold through grocery stores for home consumption throughout nine Southern states . . . packed in New Orleans, Louisiana. From a small beginning in 1935, now considered leading producer in the area served.

### CORN RESIDUALS

Unrefined corn oil, sold to refiners for use in salad dressings and vegetable cooking oils, and gluten feed and cake meal for animal feed industry.







100 POUNDS

200 POUNDS



YEAST

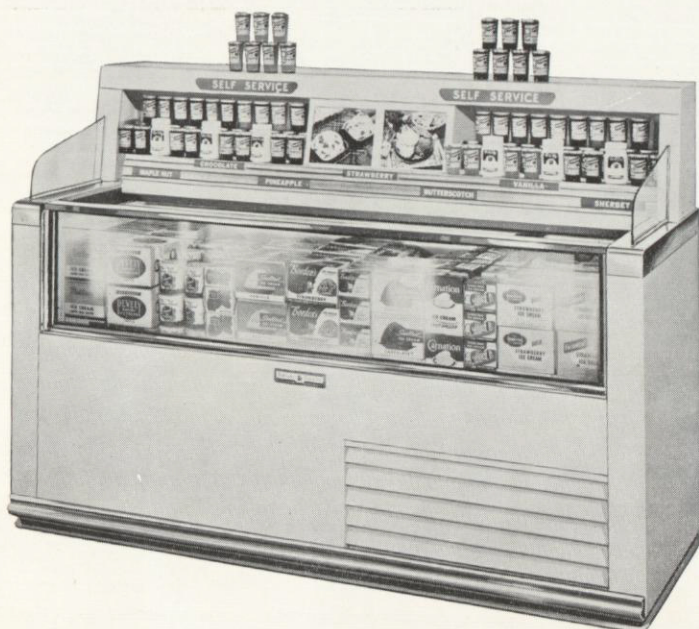
### PHARMACEUTICAL YEAST

Dried yeast and derivatives are special yeast products sold to the pharmaceutical, food, and feed industries . . . first produced in 1928. Today we are the foremost producer of dried non-fermentable yeasts and yeast extractives in the country. Dried yeast is the richest natural source of B-complex vitamins and proteins. The company is continuously extending its research activity in this field in its laboratories, and through grants to schools and colleges.

### REFRIGERATED CABINETS

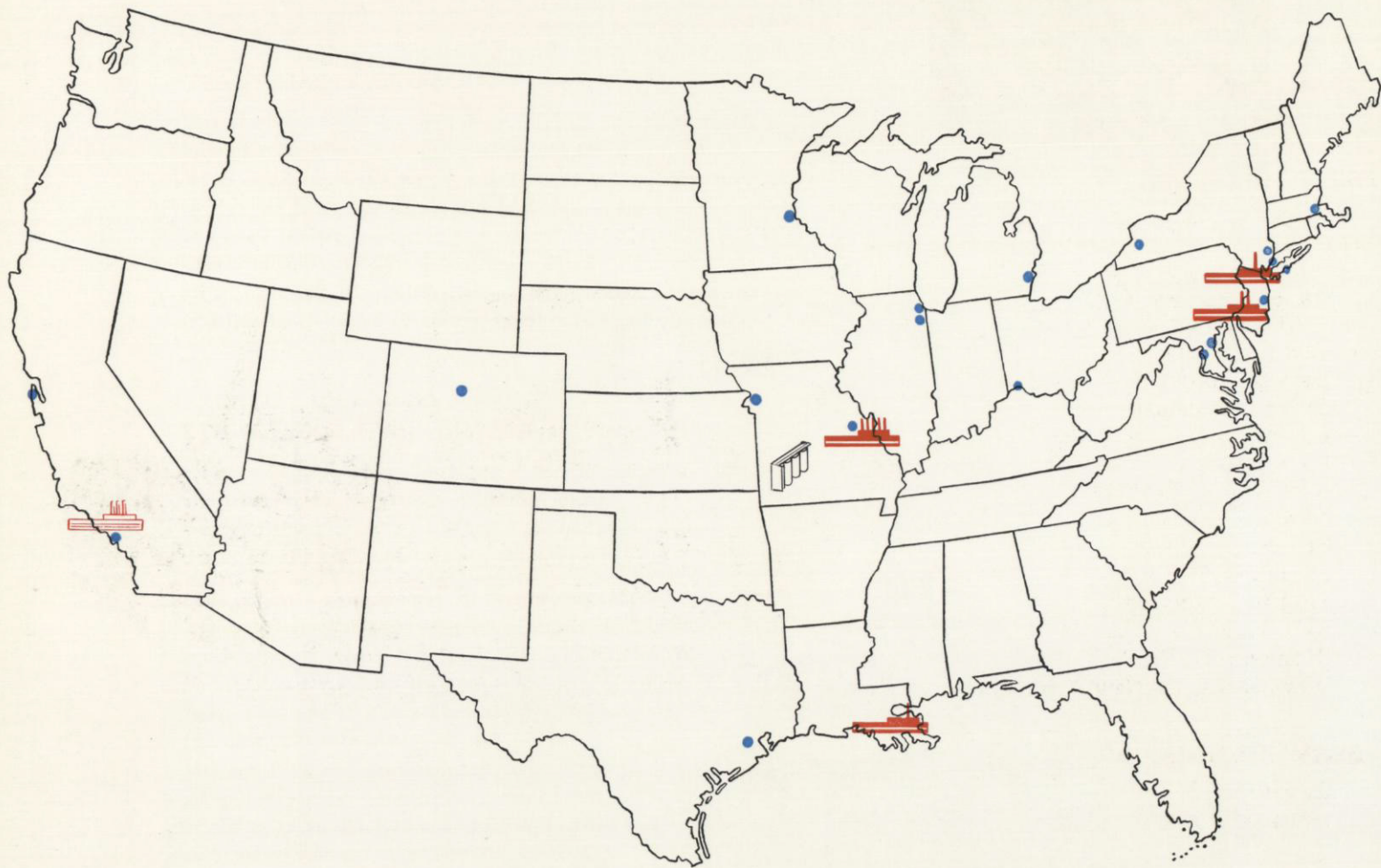
Variety of models and sizes, manufactured for the ice cream industry; recently glass top models for merchandising and storing frozen foods in supermarkets and grocery stores have been added.

This division had its beginning as a wagon shop in the days when beer was delivered by drays. When motor vehicles replaced drays, its operations were changed to truck body building, and the first refrigerated truck body was built about 1925. Between 1925 and 1930 salt and ice cabinets were produced. In 1930, the first mechanically refrigerated cabinet was made, and production continued until the event of World War II. Throughout the war years, this division was engaged in the production of welded and wood assemblies for Army and Navy aircraft, sheet metal parts for field kitchens, and machining gun turrets. In 1946 the company reconverted to refrigerated cabinets with greatly expanded capacity.



CABINETS







# THE HOUSE THAT FAITH BUILT

## MAIN PLANTS



ST. LOUIS, MISSOURI  
NEWARK, NEW JERSEY  
OLD BRIDGE, NEW JERSEY  
NEW ORLEANS, LOUISIANA  
LOS ANGELES, CALIFORNIA  
(Brewery Under Construction)

## GRAIN ELEVATOR

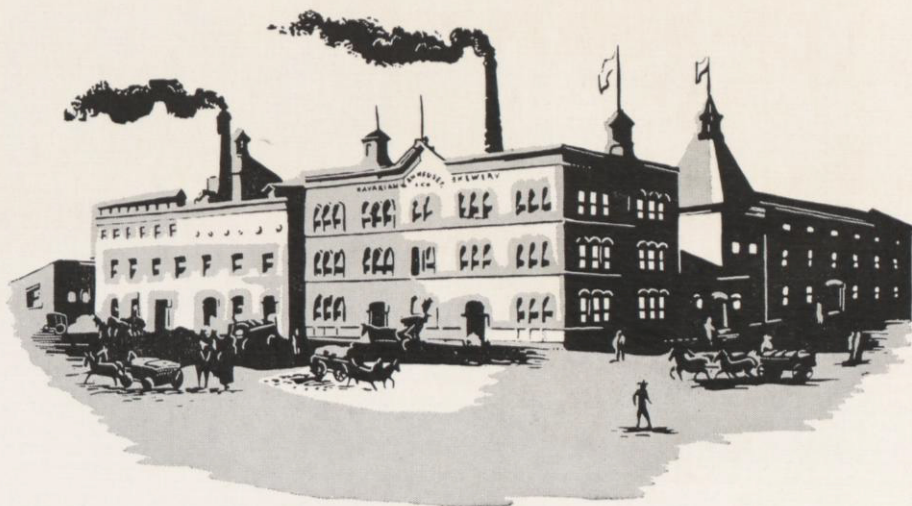


SPRINGFIELD, MISSOURI

## BEER BRANCHES

BALTIMORE, MARYLAND  
BUFFALO, NEW YORK  
CHICAGO, ILLINOIS:  
2367 Logan Boulevard  
7200 Kimbark Avenue  
CINCINNATI, OHIO  
DENVER, COLORADO  
DETROIT, MICHIGAN  
LOS ANGELES, CALIFORNIA  
NEW YORK CITY:  
Bronx and Manhattan  
NEWARK, NEW JERSEY  
ST. JOSEPH, MISSOURI  
ST. LOUIS, MISSOURI  
ST. PAUL, MINNESOTA  
SAN FRANCISCO, CALIFORNIA  
WASHINGTON, D. C.  
WESTBURY, L. I., NEW YORK

# 1852



## BEER SUBSIDIARIES

CAMBRIDGE, MASSACHUSETTS  
HOUSTON, TEXAS

## DISTRIBUTION

Budweiser and Michelob beer are sold throughout the United States primarily through some 900 wholesalers who account for approximately four-fifths of the company's annual sales volume, measured in barrels. Foreign sales handled through export department.

Bakers yeast is sold east of the Rocky Mountains through 106 company-operated branches and 63 distributors.

Dried yeast and yeast derivatives enjoy a nation-wide and foreign distribution; sold direct to producers of pharmaceuticals, food, poultry and animal feeds.

Corn products are sold direct to producers of candy, table syrups, adhesives, and paper products. Gelatinized starch is used in oil well drilling.

Table syrups are distributed in nine southern states through about 300 wholesale grocers.

Refrigerated cabinets for super markets and distributors of ice cream are sold nation-wide and shipped to foreign countries.



